



December 2021

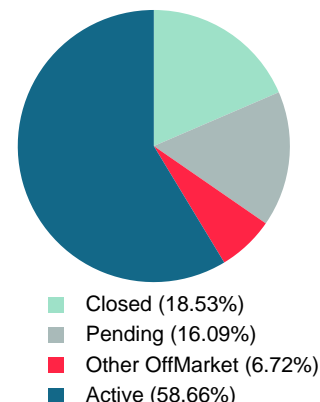
Area Delimited by County Of Washington



MONTHLY INVENTORY ANALYSIS

Report produced on Jan 11, 2022 for MLS Technology Inc.

Compared Metrics	December		
	2020	2021	+/-%
Closed Listings	95	91	-4.21%
Pending Listings	83	79	-4.82%
New Listings	89	90	1.12%
Median List Price	120,500	139,900	16.10%
Median Sale Price	122,000	140,000	14.75%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%
Median Days on Market to Sale	7.00	11.00	57.14%
End of Month Inventory	355	288	-18.87%
Months Supply of Inventory	4.00	2.89	-27.57%



Absorption: Last 12 months, an Average of **100** Sales/Month
Active Inventory as of December 31, 2021 = **288**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of December 2021 decreased **18.87%** to 288 existing homes available for sale. Over the last 12 months this area has had an average of 100 closed sales per month. This represents an unsold inventory index of **2.89** MSI for this period.

Median Sale Price Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **14.75%** in December 2021 to \$140,000 versus the previous year at \$122,000.

Median Days on Market Lengthens

The median number of **11.00** days that homes spent on the market before selling increased by 4.00 days or **57.14%** in December 2021 compared to last year's same month at **7.00** DOM.

Sales Success for December 2021 is Positive

Overall, with Median Prices going up and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 90 New Listings in December 2021, up **1.12%** from last year at 89. Furthermore, there were 91 Closed Listings this month versus last year at 95, a **-4.21%** decrease.

Closed versus Listed trends yielded a **101.1%** ratio, down from previous year's, December 2020, at **106.7%**, a **5.27%** downswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

What's in this Issue

Closed Listings	2
Pending Listings	3
New Listings	4
Inventory	5
Months Supply of Inventory	6
Median Days on Market to Sale	7
Median List Price at Closing	8
Median Sale Price at Closing	9
Median Percent of Selling Price to List Price	10
Market Summary	11

Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

December 2021



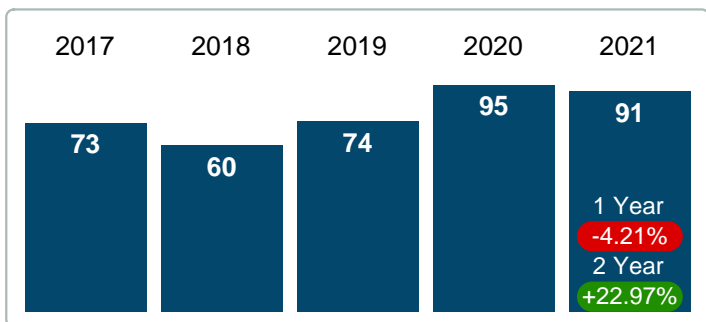
Area Delimited by County Of Washington



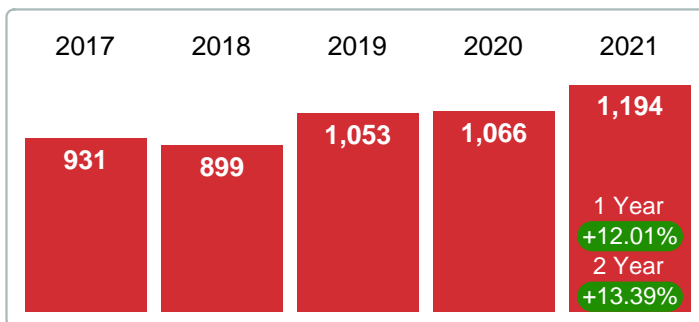
CLOSED LISTINGS

Report produced on Jan 11, 2022 for MLS Technology Inc.

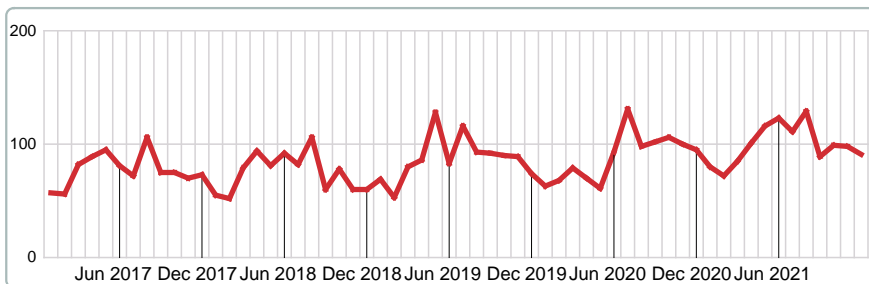
DECEMBER



YEAR TO DATE (YTD)

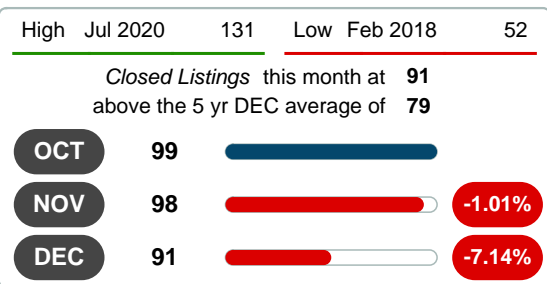


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 79



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.89%	28.0	8	1	0	0
\$40,001 - \$80,000	11	12.09%	40.0	7	4	0	0
\$80,001 - \$120,000	14	15.38%	5.0	1	11	2	0
\$120,001 - \$170,000	21	23.08%	8.0	2	17	2	0
\$170,001 - \$220,000	13	14.29%	6.0	0	11	2	0
\$220,001 - \$310,000	13	14.29%	33.0	0	5	7	1
\$310,001 and up	10	10.99%	68.0	2	4	4	0
Total Closed Units	91			20	53	17	1
Total Closed Volume	15,956,916	100%	11.0	1.69M	9.32M	4.70M	248.50K
Median Closed Price	\$140,000			\$49,500	\$140,000	\$260,000	\$248,500



December 2021

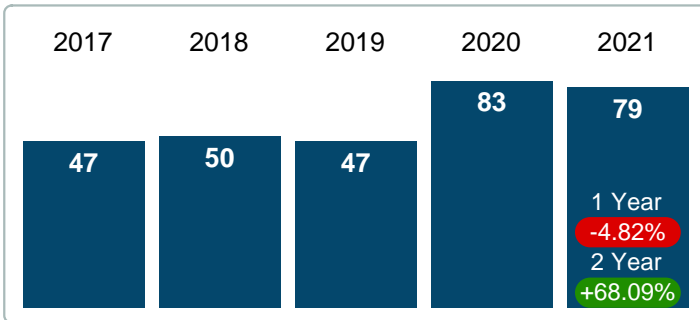
Area Delimited by County Of Washington



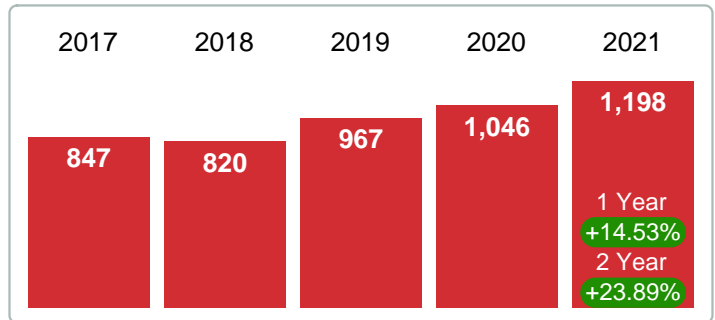
PENDING LISTINGS

Report produced on Jan 11, 2022 for MLS Technology Inc.

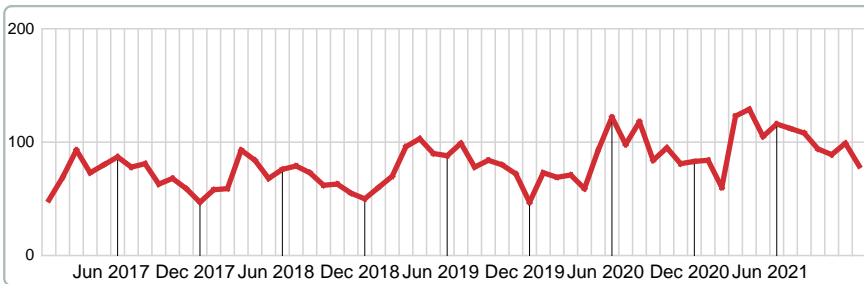
DECEMBER



YEAR TO DATE (YTD)

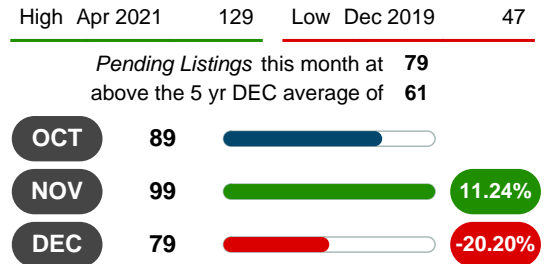


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 61



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$50,000 and less	7	8.86%	1.0	5	2	0	0
\$50,001 - \$50,000	0	0.00%	1.0	0	0	0	0
\$50,001 - \$125,000	22	27.85%	17.5	7	14	1	0
\$125,001 - \$175,000	16	20.25%	27.0	3	9	4	0
\$175,001 - \$250,000	17	21.52%	23.0	0	11	6	0
\$250,001 - \$400,000	10	12.66%	29.0	2	4	3	1
\$400,001 and up	7	8.86%	86.0	2	2	2	1
Total Pending Units	79			19	42	16	2
Total Pending Volume	16,008,650	100%	23.0	4.09M	7.09M	3.86M	964.50K
Median Listing Price	\$154,500			\$72,500	\$152,250	\$232,945	\$482,250

December 2021



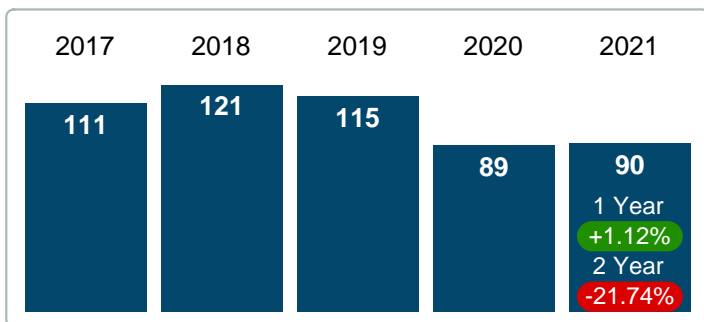
Area Delimited by County Of Washington



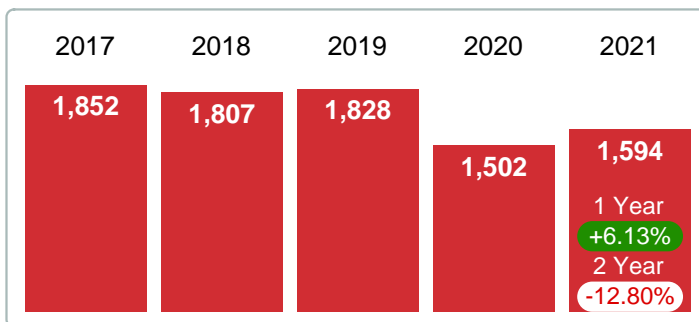
NEW LISTINGS

Report produced on Jan 11, 2022 for MLS Technology Inc.

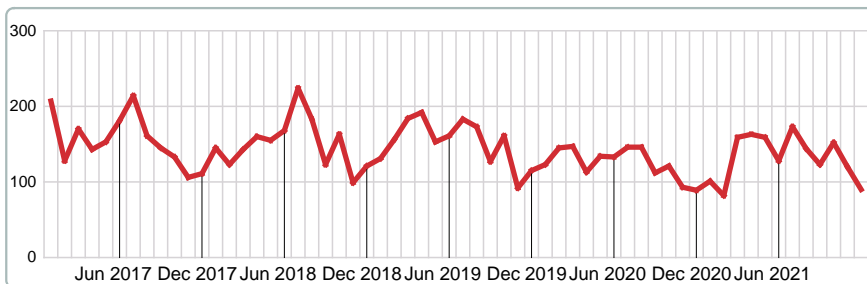
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 105

High Jul 2018 224 Low Feb 2021 82

New Listings this month at 90 below the 5 yr DEC average of 105



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	1-2 Beds 3 Beds 4 Beds 5+ Beds			
\$10,000 and less	5	5.56%	3	2	0	0
\$10,001 - \$10,000	0	0.00%	0	0	0	0
\$10,001 - \$70,000	26	28.89%	21	5	0	0
\$70,001 - \$150,000	25	27.78%	5	17	3	0
\$150,001 - \$190,000	13	14.44%	1	10	2	0
\$190,001 - \$350,000	13	14.44%	1	6	4	2
\$350,001 and up	8	8.89%	3	0	4	1
Total New Listed Units	90		34	40	13	3
Total New Listed Volume	14,192,850	100%	4.14M	5.35M	3.52M	1.18M
Median New Listed Listing Price	\$109,900		\$17,000	\$134,950	\$229,000	\$299,500



December 2021

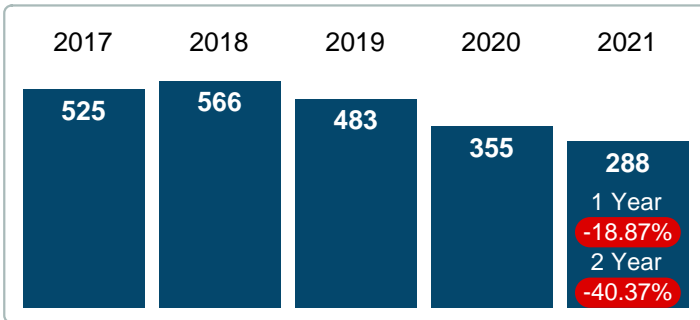
Area Delimited by County Of Washington



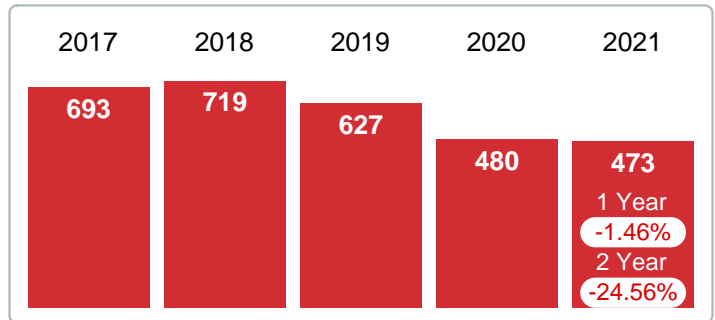
ACTIVE INVENTORY

Report produced on Jan 11, 2022 for MLS Technology Inc.

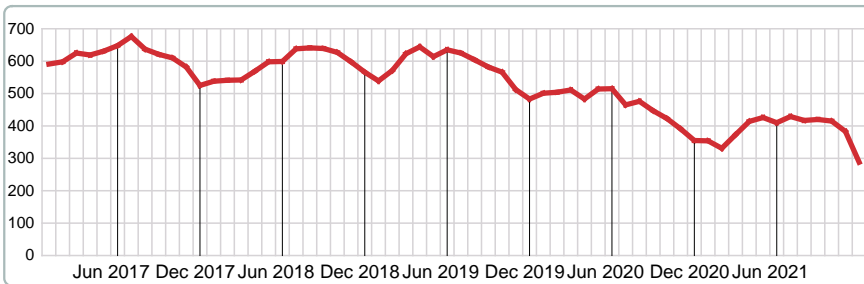
END OF DECEMBER



ACTIVE DURING DECEMBER

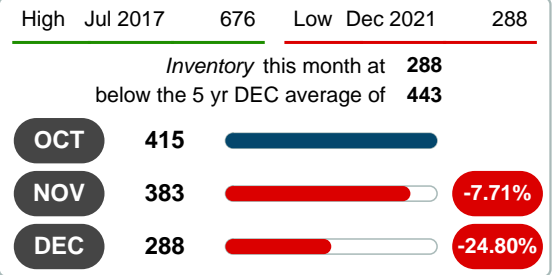


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 443



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	6	2.08%	27.5	5	1	0	0
\$10,001 - \$40,000	46	15.97%	60.0	42	4	0	0
\$40,001 - \$70,000	47	16.32%	162.0	42	4	1	0
\$70,001 - \$160,000	80	27.78%	66.5	54	22	3	1
\$160,001 - \$280,000	44	15.28%	53.5	15	13	14	2
\$280,001 - \$490,000	33	11.46%	72.0	17	3	12	1
\$490,001 and up	32	11.11%	83.0	20	6	4	2
Total Active Inventory by Units		288		195	53	34	6
Total Active Inventory by Volume		66,930,249	100%	38.74M	13.19M	11.78M	3.22M
Median Active Inventory Listing Price		\$113,750		\$74,400	\$144,500	\$262,995	\$297,450



December 2021

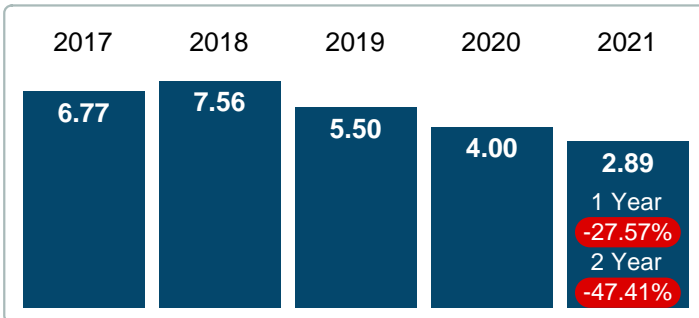
Area Delimited by County Of Washington



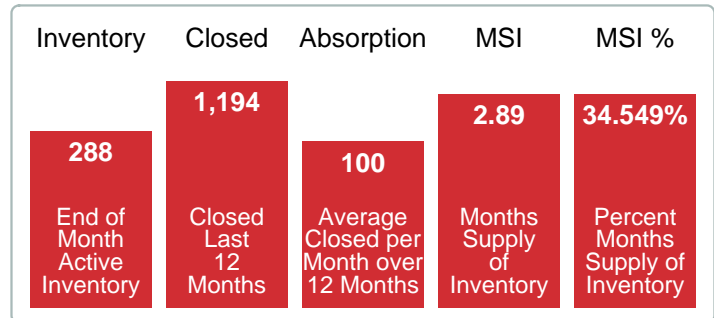
MONTHS SUPPLY of INVENTORY (MSI)

Report produced on Jan 11, 2022 for MLS Technology Inc.

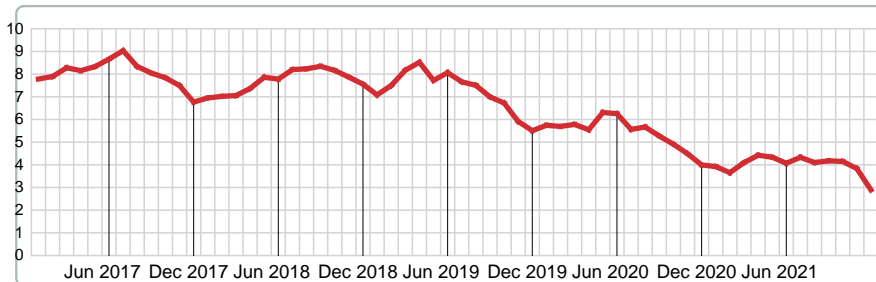
MSI FOR DECEMBER



INDICATORS FOR DECEMBER 2021

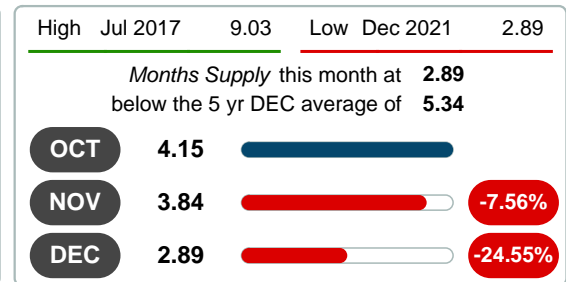


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 5.34



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$10,000 and less	6	2.08%	1.18	1.46	0.67	0.00	0.00
\$10,001 - \$40,000	46	15.97%	8.00	10.72	2.40	0.00	0.00
\$40,001 - \$70,000	47	16.32%	4.66	7.30	1.09	1.50	0.00
\$70,001 - \$160,000	80	27.78%	2.27	7.71	0.87	1.06	12.00
\$160,001 - \$280,000	44	15.28%	1.51	6.92	0.90	1.28	1.26
\$280,001 - \$490,000	33	11.46%	2.89	13.60	1.33	1.89	0.63
\$490,001 and up	32	11.11%	11.29	34.29	10.29	3.69	3.43
Market Supply of Inventory (MSI)			2.89	8.10	1.07	1.53	1.57
Total Active Inventory by Units		100%	289	195	53	34	6

December 2021



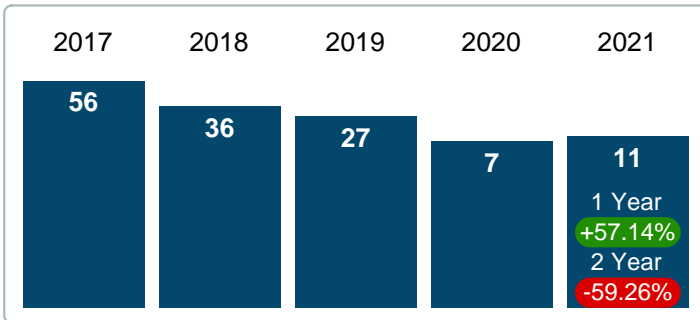
Area Delimited by County Of Washington



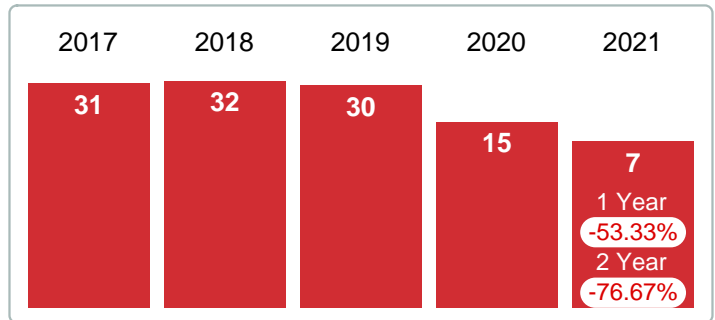
MEDIAN DAYS ON MARKET TO SALE

Report produced on Jan 11, 2022 for MLS Technology Inc.

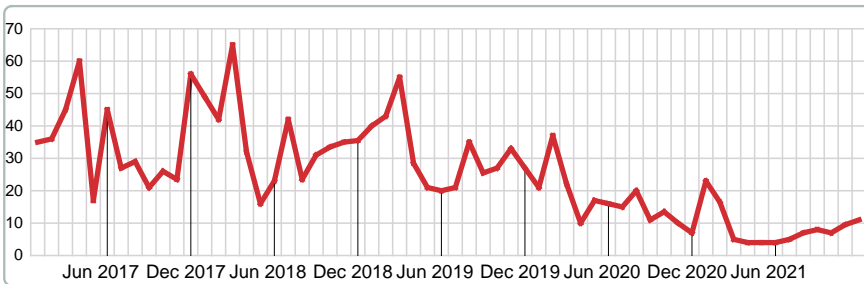
DECEMBER



YEAR TO DATE (YTD)

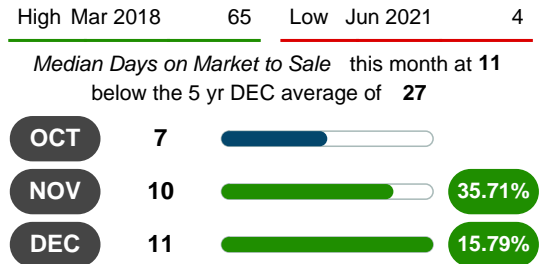


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 27



MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9.89%	28	44	28	0	0
\$40,001 - \$80,000	12.09%	40	89	24	0	0
\$80,001 - \$120,000	15.38%	5	2	5	17	0
\$120,001 - \$170,000	23.08%	8	46	8	2	0
\$170,001 - \$220,000	14.29%	6	0	11	5	0
\$220,001 - \$310,000	14.29%	33	0	33	20	68
\$310,001 and up	10.99%	68	105	93	28	0
Median Closed DOM		11	44	10	6	68
Total Closed Units	100%	11.0	20	53	17	1
Total Closed Volume		15,956,916	1.69M	9.32M	4.70M	248.50K



December 2021

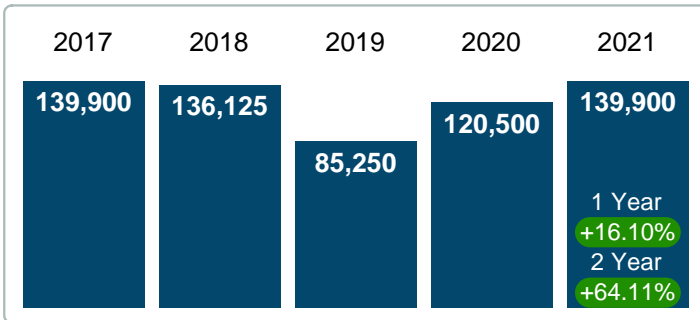
Area Delimited by County Of Washington



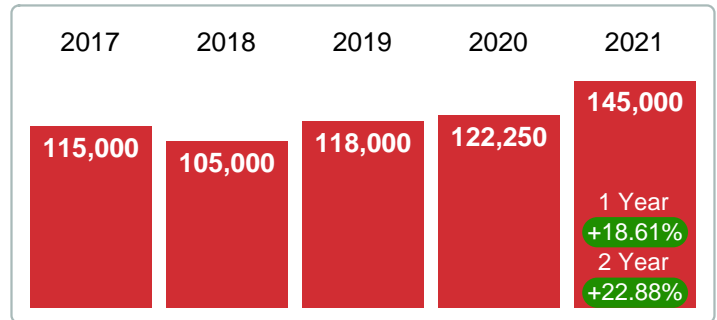
MEDIAN LIST PRICE AT CLOSING

Report produced on Jan 11, 2022 for MLS Technology Inc.

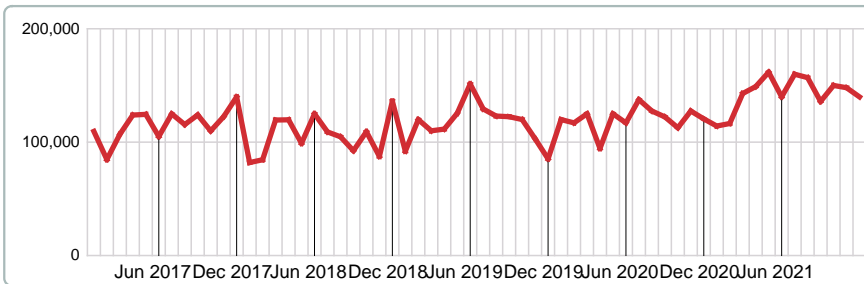
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

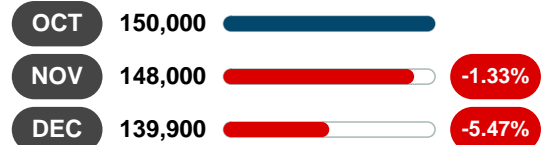


3 MONTHS

5 year DEC AVG = 124,335

High May 2021 161,700 Low Jan 2018 82,000

Median List Price at Closing this month at **139,900**
above the 5 yr DEC average of **124,335**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9.89%	25,000	25,000	1,300	0	0
\$40,001 - \$80,000	13.19%	63,000	60,000	68,000	73,500	0
\$80,001 - \$120,000	14.29%	99,900	82,500	99,900	119,000	0
\$120,001 - \$170,000	24.18%	139,200	147,500	139,200	154,000	0
\$170,001 - \$220,000	13.19%	189,900	0	179,900	189,900	0
\$220,001 - \$310,000	15.38%	269,750	0	252,000	275,900	240,000
\$310,001 and up	9.89%	495,000	417,500	599,950	499,000	0
Median List Price		139,900	58,250	139,900	264,500	240,000
Total Closed Units		91	20	53	17	1
Total Closed Volume		16,382,599	1.79M	9.61M	4.74M	240.00K



December 2021

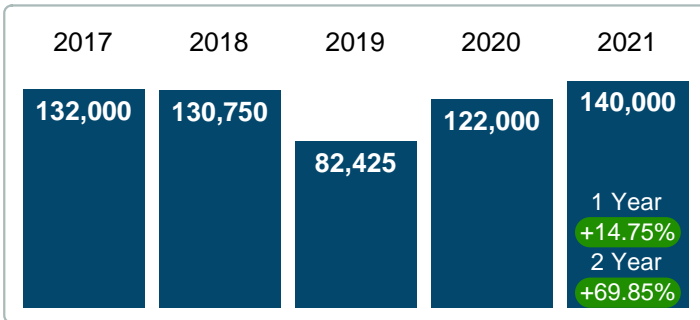
Area Delimited by County Of Washington



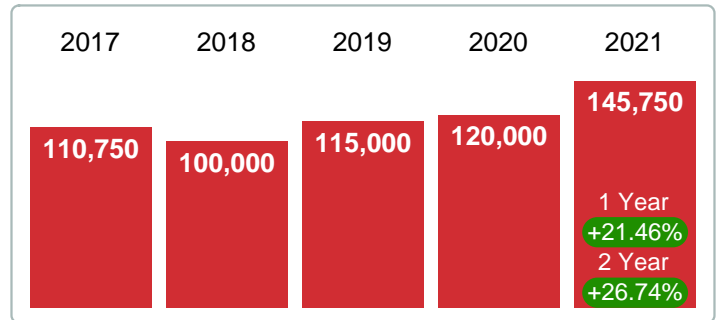
MEDIAN SOLD PRICE AT CLOSING

Report produced on Jan 11, 2022 for MLS Technology Inc.

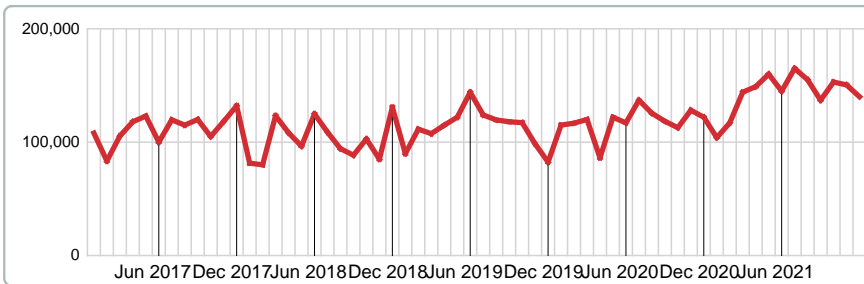
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

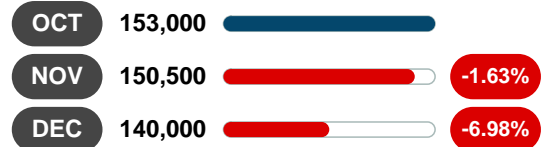


3 MONTHS

5 year DEC AVG = 121,435

High Jul 2021 165,000 Low Feb 2018 80,000

Median Sold Price at Closing this month at **140,000** above the 5 yr DEC average of **121,435**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range	%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9.89%	20,000	20,000	1,300	0	0
\$40,001 - \$80,000	12.09%	54,000	53,500	69,000	0	0
\$80,001 - \$120,000	15.38%	99,500	82,500	100,000	96,750	0
\$120,001 - \$170,000	23.08%	139,900	147,500	139,900	154,000	0
\$170,001 - \$220,000	14.29%	190,000	0	179,900	191,500	0
\$220,001 - \$310,000	14.29%	260,000	0	250,000	275,000	248,500
\$310,001 and up	10.99%	463,550	393,550	490,000	492,500	0
Median Sold Price		140,000	49,500	140,000	260,000	248,500
Total Closed Units		91	20	53	17	1
Total Closed Volume		15,956,916	1.69M	9.32M	4.70M	248.50K

December 2021

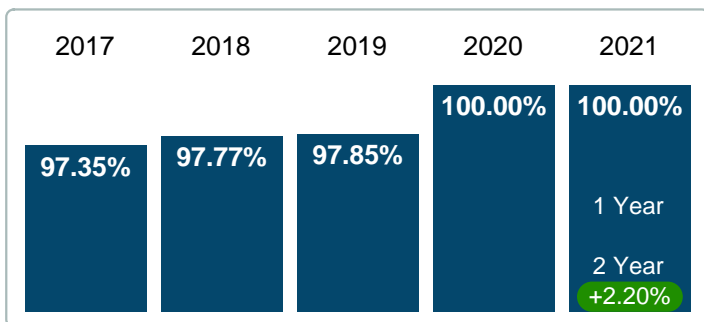
Area Delimited by County Of Washington



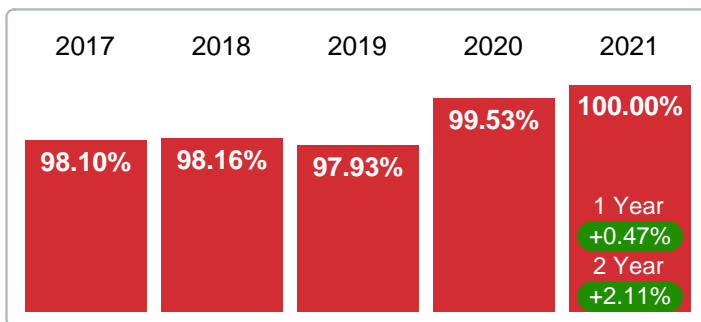
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jan 11, 2022 for MLS Technology Inc.

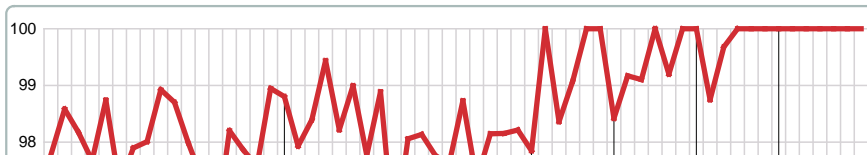
DECEMBER



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year DEC AVG = 98.59%

High Dec 2021 100.00% Low Feb 2019 96.30%

Median Sold/List Ratio this month at **100.00%** above the 5 yr DEC average of **98.59%**

OCT 100.00%
NOV 100.00%
DEC 100.00%

0.00%
0.00%

DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$40,000 and less	9	9.89%	100.00%	100.00%	100.00%	0.00%	0.00%
\$40,001 - \$80,000	11	12.09%	90.68%	90.60%	97.57%	0.00%	0.00%
\$80,001 - \$120,000	14	15.38%	100.00%	100.00%	100.00%	103.54%	0.00%
\$120,001 - \$170,000	21	23.08%	100.00%	100.00%	100.00%	100.00%	0.00%
\$170,001 - \$220,000	13	14.29%	100.00%	0.00%	100.00%	100.84%	0.00%
\$220,001 - \$310,000	13	14.29%	100.00%	0.00%	99.33%	100.00%	103.54%
\$310,001 and up	10	10.99%	95.56%	93.78%	95.56%	99.07%	0.00%
Median Sold/List Ratio		100.00%		96.98%	100.00%	100.00%	103.54%
Total Closed Units		91	100%	20	53	17	1
Total Closed Volume		15,956,916		1.69M	9.32M	4.70M	248.50K



December 2021

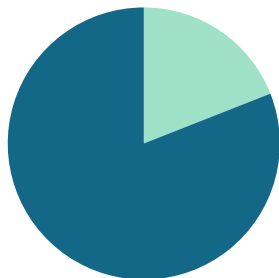
Area Delimited by County Of Washington



MARKET SUMMARY

Report produced on Jan 11, 2022 for MLS Technology Inc.

INVENTORY



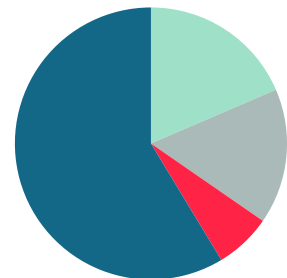
Inventory

- New Listings **90 = 19.03%**
- Start Inventory **383**
- Total Inventory Units **473**
- Volume **\$99,541,948**

Market Activity

- Closed Sales **91 = 18.53%**
- Pending Sales **79 = 16.09%**
- Other Off Market **33 = 6.72%**
- Active Inventory **288 = 58.66%**

MARKET ACTIVITY



Compared Metrics	December			Year to Date		
	2020	2021	+/-%	2020	2021	+/-%
Closed Sales	95	91	-4.21%	1,066	1,194	12.01%
Pending Sales	83	79	-4.82%	1,046	1,198	14.53%
New Listings	89	90	1.12%	1,502	1,594	6.13%
Median List Price	120,500	139,900	16.10%	122,250	145,000	18.61%
Median Sale Price	122,000	140,000	14.75%	120,000	145,750	21.46%
Median Percent of Selling Price to List Price	100.00%	100.00%	0.00%	99.53%	100.00%	0.47%
Median Days on Market to Sale	7.00	11.00	57.14%	15.00	7.00	-53.33%
Monthly Inventory	355	288	-18.87%	355	288	-18.87%
Months Supply of Inventory	4.00	2.89	-27.57%	4.00	2.89	-27.57%

Absorption: Last 12 months, an Average of **100** Sales/Month

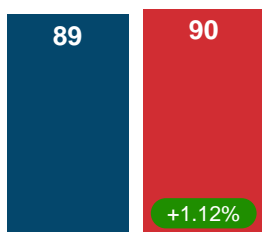
Inventory on December 31, 2021 = **288**

2020 **2021**

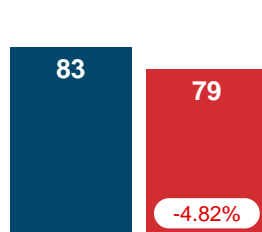
DECEMBER MARKET

MEDIAN PRICES

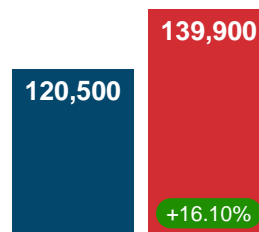
New Listings



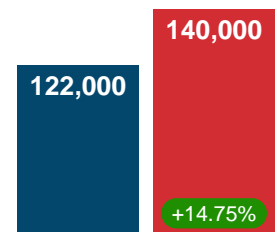
Pending Listings



List Price



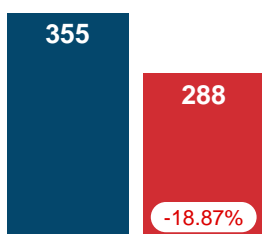
Sale Price



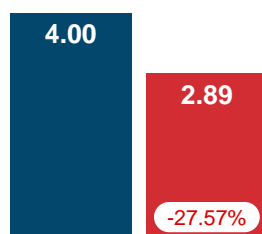
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

Active Inventory



Monthly Supply of Inventory



Sale/List Ratio

+0.00%

Days on Market

